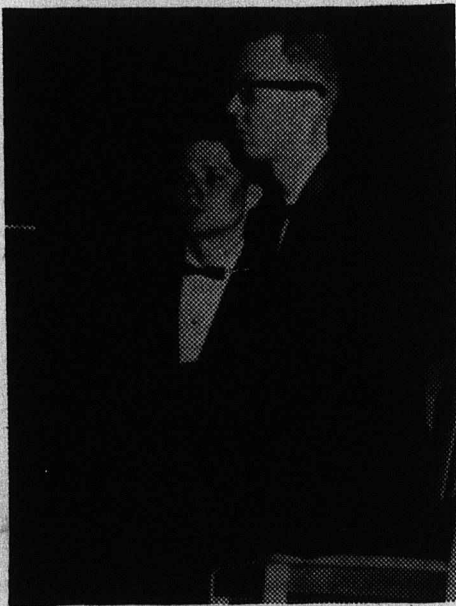


Choral Festival To Premier JFK Memorial By Dr. Egan

For the 1966 Indiana Catholic College Choral Festival here March 27, Dr. John Egan of Saint Joseph's Music Department has written "An American Requiem" dedicated to the participating choruses and in memory of the late President Kennedy.

The Requiem is not a Mass but rather a compilation of sacred texts appropriate to the spirit of a Requiem. (The Mass of the Dead has been called a Requiem Mass because the first work of the Entrance Hymn or Prayer is "Requiem," which means "rest.")

Dr. Egan's Requiem begins with two verses in English, of the Dies Irae ("wrath of God") which was the Latin Sequence in Masses for the Dead and is the most used selection from the chant repertory in the works of classical composers through history.



Dr. Egan as he appeared in last year's Fine Arts series.

After the introduction there is a duet for soprano and mezzo-soprano based on the third chapter of the Book of Ecclesiastes, which was President Kennedy's favorite Scriptural passage. The chorus concludes with the final two verses from the fifth chapter of the same book which are most applicable to the short life of the late President. After a choral interlude using three more verses of the Dies Irae, the major portion of the work begins. It is a setting of the Beatitudes in a recent British translation. Choral renditions of these Beatitudes alternate with solo and small ensemble sections.

The work concludes with a choral setting of the "In Paradisum," which was the chant employed for accompanying the corpse to the place of interment. It is a joyous prayer asking the saints and martyrs to receive the soul of the deceased in paradise and closes with the plea, "and with Lazarus, who once was poor, may you have everlasting rest."

The Requiem is Dr. Egan's longest and most ambitious compositional undertaking. It will be performed for the first time March 27 here, but will have additional performances when the Singing Seventeen from Saint Joseph's College tour the Eastern cities with the Madrigal Singers of Saint Mary-of-the-Woods College during Easter vacation. It will also be sung by the Teresan Chorus from the College of Saint Teresa in Winona, Minnesota, and the Saint Joseph's College Glee Club at the College-Conservatory of Music of Cincinnati, Wednesday, April 20, on the eve of the glee club's appearance at the national convention of the National Catholic Music Educators Association.

For the NCMEA convention the Saint Joe Glee Club will join with choral groups from Xavier University, Our Lady of Cincinnati College, and Mount Saint Joseph College to sing "Gloria," by Vivaldi, a work which the Joemen have already sung this year with the Alverno College Chorus, the Teresan Chorus from the College of Saint Teresa, and the Saint Mary-of-the-Woods College Chorals.

The directors of the choruses coming to Rensselaer March 27 are Sister Marie Brendan, S.P., St. Mary-of-the-Woods College (Terre Haute), Alexander McDonald, Marian College (Indianapolis), John Yonkman, St. Francis College (Fort Wayne), Sr. M. Pierre, O.S.B., St. Benedict College (Ferdinand), John Michael Ward, Xavier University (Cincinnati), and Dr. Egan. At the festival each group sings several numbers separately before the choruses join to present the major work.

Rensselaerians have been asked to accommodate the visiting choristers from girls' colleges and have responded magnificently. The director and members of the Saint Joe Glee Club wish to acknowledge this response publicly with extreme gratitude.

Admission to the festival concert will be free and the public is cordially invited to attend.

Check Your Rating

Sophs, Not Frosh, Lead Scholastic Probation List

The Registrar's Office at Saint Joseph's has released the Percentile Ranking Chart for the first semester of the 1965-66 grading period. The chart, which is printed below, enables students to determine where they stand academically in relation to the other members of their class.

Conclusions drawn from the chart compare favorably with results from past years. For instance, about 50 percent of this year's freshman class have a grade-point average of less than 2.00. For the same semester last year, 50 percent of the class had an average less than 2.14, and for the first semester of 1963-64, 50 percent had an index of less than 1.88.

Likewise, in the other three classes, percentile figures are nearly the same as those of other years. Always the seniors have had the highest ranking, with juniors, sophomores and freshmen following in that order.

The chart also indicates the percentage of students on scholastic probation in each class. Freshmen, who must earn a 1.50 index to remain in good standing, thus have about 20 percent of their class on probation. This figure includes students who withdrew from the college at the end of the semester. Accordingly, the sophomores, juniors

and seniors (all of whom must earn 2.00 indexes) have respectively 27 percent, 18 percent and six percent on scholastic probation. In actuality, then, the sophomore class has the greatest percentage on the probation list even though the freshmen have the lowest ranking.

The percentile rank of a student can be determined by utilizing his scholastic index, comparing it to the indexes of the other members of his class. Thus, in the chart below, if a sophomore has an index of 2.35, he has a percentile ranking of 55. This means that 55 percent of his class made an index lower than him. The numbers in parentheses across the top line indicate the number of students ranked in each class.

	Fr.	So.	Jr.	Sr.
%tile	(521)	(294)	(203)	(209)
99	3.65	3.71	4.00	4.00
95	3.18	3.56	3.65	3.88
90	2.88	3.21	3.36	3.60
85	2.71	3.00	3.20	3.44
80	2.56	2.87	3.06	3.31
75	2.43	2.72	2.83	3.18
70	2.31	2.62	2.80	3.05
65	2.19	2.56	2.69	3.05
60	2.12	2.44	2.60	3.00
55	2.06	2.35	2.53	2.83
50	2.00	2.31	2.43	2.75
45	1.88	2.23	2.40	2.64
40	1.82	2.19	2.35	2.60
35	1.76	2.12	2.25	2.47
30	1.65	2.06	2.19	2.40
25	1.59	1.89	2.06	2.31
20	1.47	1.81	2.00	2.21
15	1.35	1.67	1.83	2.17
10	1.19	1.50	1.78	2.06
5	1.00	1.28	1.60	1.81
0	0.18	0.43	0.82	0.80

STUFF

Vol. 29

Saint Joseph's College, Rensselaer, Indiana, March 3, 1966

No. 15

\$800,000 Fed. Loan Reserved For Dormitory Construction

Indiana Senators Vance Hartke and Birch Bayh have announced in a telegram to the Rensselaer Republican that \$800,000 in college housing loan funds for Saint Joseph's College is being reserved by the federal government pending a review of the college's request for financial assistance. The money will be used to finance construction of a new dormitory which will house about 250 male students—more than twice the number housed by either Halas or Gallagher Halls, at present the campus' two largest dorms.

The long-term loan, if granted, will make possible a September starting date for construction on the new three-story dorm at the south end of the mall now bordered by the Halleck Student Center on the north, Gallagher and Halas Halls on the east, and Noll Hall on the west.

Architect for the project is Mr. Frank Fischer of Rensselaer. Fischer has designed several buildings now on the campus, including the three-year-old Halleck Student Center.

Present plans call for the new dorm to be made up of two wings, each of which will angle slightly toward the north. Some minor details of the design still have to be completed before a blue print of the new building can be published.

With the news that the funds have been put in reserve, indications are that the loan may be approved. Several other buildings on the campus have also been financed by low-interest-rate loans from the federal government.

Staff To Attend Press Convention

Five members of Stuff's editorial staff will attend the 13th Annual MacMurray College Newspaper Conference to be held March 4-5 in Jacksonville, Illinois.

The conference's program includes workshops and newspaper critique sessions. Experienced newsmen will conduct the hour-long workshops in news writing, editorial writing, reviews and columns, sports reporting, feature writing and photography. On Friday evening there will be an all-conference dance.

Those making the trip are Bob Lofft, Dave Muth, Jim Beier, Rich Merz, and Jim Saul.

On Saturday, March 5, copy and political editor Gerald Buszta will attend the International Student Forum at the University of Notre Dame. Among the speakers will be Dr. Ralph Bunche, a noted political scientist who will talk on the United Nations.

Staff members will also be attending the Indiana Collegiate Press Association annual convention at Saint Francis College in Fort Wayne on March 19. Stuff is one of the 26 Indiana student newspapers that belong to the ICPA.

Norb Missler To Fill S. C. Post

Junior Norb Missler of Lima, Ohio, running unopposed, won last Monday's special election to fill the vacant post of Student Council Secretary. Missler, who will take office at the next Student Council meeting and hold it until May, captured a total of 221 votes against 39 votes for write-in candidates.

The new secretary is presently the treasurer for the Saint Joseph's chapter of the Society for Advancement of Management and is also serving as a prefect in the White House under the new work-study program. He is a management major.



Norb Missler

"Judge" Murphy To Preside Over New Traffic Court

Father William Shields, C.P.P.S., Dean of Students, advises that a sub-committee of the Disciplinary Council, formed and operated by Saint Joseph's Student Council, has now set up a traffic court.

The first meeting of the new traffic court will be held in the Student Council Office in Halleck Center at 9:00 p.m. this evening.

The court will consist of six students. Chairman of the court will be Thomas Murphy, senior. Assisting Murphy in hearing the traffic violations will be Joseph Burkart, senior; Russ DeBruin, senior; Thomas Franko, junior; Rich Merz, junior; and Dennis McCann, sophomore.

Father Shields said that the number of traffic indiscretions on campus have increased so that it has been creating quite a disturbance in the Dean of Students' Office. He also stated "that the students are more fair in dealing with each other."

"Cat and Mouse" Meets Lively Debate

The second English Club book discussion of the semester took place last Tuesday evening in Halleck Center's black-windowed conference room. Though only approximately 25 persons attended, the panel presentation and ensuing question period developed into a lively debate of Gunter Grass' *Cat and Mouse*, a 1961 German novel of historical, psychological, philosophical and religious dimensions.

Panel member Roberta Stanish, a freshman English major, stated in her opening remarks that the novel's non-conforming and physically deformed central character, Mahlke, was an individual in search of social acceptance. Her view met with some opposition from the floor by those who felt that Mahlke sought "acceptance of himself by himself" rather than by society.

Sophomore Steve Brinker, also a panel member, spoke on the cat imagery and the significance of war in the novel. The cat he interpreted as any conforming society—in this case, Hitler's. The character Mahlke, Brinker said, represented an individual who could not conform to such a society.

A third member of the panel, sophomore Tim Seiler, discussed the central character's relation to women. Seiler commented that Mahlke's interest in women was minimal and that in the novel women were consistently described as though they were sexless.

U. S. Vietnam Policy

Senator Robert Kennedy last week suggested that the National Liberation Front (Vietcong) and other dissident groups be allowed to enter peace negotiations to settle the war in Vietnam. He also indicated that the possibility of a coalition government in which the Vietcong would participate should not go unconsidered. Senator Kennedy's remarks form a sane and necessary prerequisite for the much needed peace in Vietnam and would appear to be formulated by a person with a keen perception of the reality of the war.

Sharply in contrast, the administration would have us think that the war in Vietnam is no longer controlled by the will of humans and that people who have not accepted the war simply have not accepted the will of providence.

But this "Holy War" has some gloomy realities that give credence to Mr. Kennedy's statements. For example Ray Herndon (UPI Saigon) has pointed out that "U.S. political experts judge that only 10 percent of the South Vietnamese population is pro-communist, a similar amount is actively pro-government while the remaining 80 percent only wish that the war would be fought in somebody else's rice paddy." Mr. Herndon has also pointed out that "when the U.S. military headquarters was last willing to show its shaded and colored maps, virtually 85 percent of the country was either contested or firmly under communist control. Estimates of population control were last given as 25 percent for the communists, 25 percent for the government and the remaining 50 percent caught in the middle." These, and other more involved observations, would seem to make Mr. Kennedy's statements seem realistic.

As we see it, the government should be a coalition of 10 percent communist, 10 percent pro-government and 80 percent apathy. Of course, we are not serious but this helps to show some of the futility in the situation.

Consideration of our presence in Vietnam has become exclusively a military one with greatest emphasis on the "ideological" differences that exist between the United States and Red China—and when one considers that the Vietcong have accomplished virtual control over 85 percent of South Vietnam without so much as even one Chinese "volunteer" this attitude becomes repulsive. It is still possible to say the Chinese are behind the war but our main concern must be with those who are fighting it.

We make Ho out to be some sort of inhuman dictator but ignore the fact that General Ky is a despotic ruler. Ho is (we try to ignore this) a Vietnamese folk hero while Ky has admitted that he respects Adolf Hitler. Ky has stated in the past that he would not allow free elections and has refused to institute any social reforms at all. Johnson might have pressured a change from Ky on this latter aspect while at Honolulu but only because Johnson himself has been pressured. It seems quite ironic that the United States, which in search of "freedom and democracy" should be involved with a long line of despotic, aristocratic, right wing dictatorships.

One concrete example of the inconsistency of purpose that has deluded peasant needs in Vietnam can be seen in David Bell's testimony before the Senate's Foreign Relations Committee (Bell is administrator of foreign aid). He said that we have given 2.7 billion dollars in economic aid to South Vietnam since 1954. He also had to admit that South Vietnam has to import over 21 million dollars of rice per year now. The *Nation*, in commenting on these figures, pointed out that only a short time ago, South Vietnam was "the rice-bowl of Southeast Asia—and as such a great exporter of the commodity."

People would easily blame this on the communists but this ignores America's "scorched earth policy" which consists of saturation napalm bombing and five (now ten) C-129 transport planes equipped to kill crops. C-129's have been credited with killing 20,000 acres of rice last year. This is immoral and politically foolish.

There are many inconsistencies with our policy in Vietnam and quite often, intelligent persons remark, when confronted with the situation, that they have to rely upon the experts to get us out of the mess. It seems to us that it has been this reliance on administration "experts" that has gotten us into this mess.

The war in Vietnam is a dirty war and we are often too quick to view this as cause for greater commitment. This does not necessarily follow. What does follow is that a complete re-evaluation of the situation is necessary and all opinions concerning the war must be heard and equally considered. If, after the entire situation is objectively debated, we feel that further commitment is necessary, then let it be so. However, if a re-evaluation gives us cause for a change of policy, then let us be thankful we did not commit ourselves beyond the "point of no return."—GMB



Boost the Power? Get A LICENSE?
There Must be Something You can do....

... Letters to the Editor ...

Dear Editor:

Is it possible that the Indiana State student newspaper was correct? I refer to the article concerning the poor sportsmanship of Saint Joe. I am not referring to the sportsmanship of the team, but that of the student body. The question that comes to mind is why we resort to attempting to stop the leaders on the pep band for no other reason than the fact that they were making more "pep." (The leaders of it were dancing around in natural exuberance, in their own section of the stands, when an ex-football player plays the hard guy and tries to stop it.) Why must we try to pick fights with members of the Valpo student body, who had supported their team to victory? Are we playing in competitive sports or are we trying to create a Machiavellian atmosphere of might-makes-right?

I leave these few questions up to each and every individual to answer for himself. I think that in the majority of cases it can be found that the student body at Saint Joe's are still men of enough intelligence and calibre to know the time and place for everything. I am still proud to be associated with Saint Joe's and feel that given a little thought we can act like the sportsmen that we are.

Bob Kaptain, '66

☆

Theft on Campus

Dear Editor:

It has come to my attention, unfortunately, that Saint Joe College has within its student body a few individuals of "questionable" character. I am referring to the frequent stealing which is becoming more of a problem here on campus.

The locker room in the fieldhouse seems to be the favorite target. During intramural contests the "thief" "sneaks" into the dressing room and rifles through pants pockets until his sticky fingers come upon a wallet or other valuables.

Last Wednesday night I had \$7.00 stolen and I can only hope that the party responsible reads this letter and awakens to the fact that he's walking on very thin ice. Someday he will be caught and probably punished, or maybe he'll be caught by several students and "not so properly" punished.

I know that I'll never get the money back, but what matters most is that this stealing stop soon or else the harmony of the entire student body will dissolve, and no one will be able to trust anyone, or anything for that matter.

SHORT SEVEN DOLLARS

Sincerely,
Alan Hammik

☆

Cost and Contents

Dear Editor:

"Atrocious" is a feeble word to try to describe the drinks at the Mardi Gras.

For fifty cents I can dye my own.

William S. O'Connor, '67

P.S.—73 drinks from on fifth! A joke?

We Can "Adopt" A Vietnam Child With Your Support

By THE EDITOR

Under the direction of its copy editor, Gerald Bustza, *Stuff* is initiating a project to sponsor a child in Vietnam under the Foster Parents' Plan, Inc. Foster Parents' is a nonprofit, nonpolitical, non-sectarian, government-approved organization which provides to a sponsored child new clothing, blankets, education and medical care. In addition, the child receives a monthly stipend of eight dollars.

Total cost for an individual or organization to "adopt" a child is \$180. If possible, the paper's staff on behalf of the student body would like to support at least two Vietnamese children. Members of the staff and the student body will begin a collection campaign in the dorms early next week in order to

raise the necessary \$360. The program has the endorsement of Father William Shields, C.P.P.S., Dean of Men.

Later this year *Stuff* will publish pictures of the adopted children along with their case histories.

LETTERS TO EDITOR

All students are urged to express their views on any topic in the form of letters to the editor. The address is: *Stuff*, Box 772, Campus.

Letters must be in good taste. No letter will be published unless it is signed and the writer's campus address is included. However, the author's name will be withheld if he so desires.

FROM THE BRANDENBURG GATE (!?)

By JOHN BRANDENBURG

Editors Note: It was inevitable that sooner or later WSJC would occupy so much of columnist-turned-disc jockey Jim Robbins' time that he no longer would be able to keep pace with *Stuff*'s demanding deadlines. As a result, John Brandenburg has been asked to sit in for Robbie, at least for this issue. Next week, Jim promises to return—this time as a poet.

Two months ago, Jim Robbins and myself were having a couple of beers and studying Plato, Locke, Donald Duck and such, when suddenly Jim goes into an awful tirade on how hard it was to work for Bob Lofft. "Every week I have to pull something out of my nest for that editor-in-chief," he said. So I told him that I had a very funny idea for his column and would fill in for him if needed. Two days ago I saw Jim again, and he informed me that his nest was picked clean. He begged me to write the column. I screamed back that I had made my promise two months ago and had since forgotten my funny idea. Well, Jim bought me a beer and I consented.

I walked around campus today in search of something humorous to write about. "What do Pumas laugh at?" I asked myself. There is nothing funny about Dick Pih walking around the pond mulling something about receiving only a quarter of million dollar scholarship, or Charlie Boesch's short leg, or Father Shea getting his doctoral thesis torn up, so I scratched these ideas.

Then I thought that a joint interview with Father Banet and Jim Beier might really provide some funny material, but Jim said he wouldn't do it. About then ideas started coming right and left. I could write about John Gross' diet, eight o'clock classes, bomb scares and what the insurance company would say about it, the bon voyage card that Father O'Dell is going to get on Ascension Thursday, and finally yellow bulletins are always good for a laugh. But then I ran into trouble. There were so many ideas that I couldn't make my mind up on any of them. As a result, I told Jim to write his own article and gave him his beer back; it was warm by that time anyway.

STUFF



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PUMA PRINTS

By HUCK QUIGLEY

RENSSELAER, Ind. — Saint Joseph's freshman basketballers concluded the 1965-66 campaign, Tuesday, Feb. 22. The season record (2-6) is not impressive, but the fact that the yearlings have adopted Head Coach Jim Holstein's basic patterns is. It is the widely accepted consensus that the maintenance of a freshman team is vital to the varsity program. Hence, the NCAA allows its member schools to schedule eight inter-collegiate contests. Many coaches, including Saint Joseph's, are in favor of extending the program to ten or possibly twelve games. Whether or not NCAA officials will comply, remains to be seen.

Nevertheless, assistant coach Dick Pawlow, in his first year on the Saint Joe athletic staff, must be credited with indoctrinating this year's frosh group with Holstein's system—the results of which will be determined next November 1st when the Pumas make ready for



DICK PAWLOW

the '66-67 season. Because of Pawlow's patience and persistence, Holstein will save valuable time next season polishing his returning sophomores instead of re-training them.

Coach Pawlow is to be congratulated for recognizing the most important function of a freshman program. The object of any athletic endeavor is victory coupled with sportsmanship. Winning, is indeed important—especially to a young coach such as Pawlow who must rely on winning to advance with experience. But on the freshman level, the vitality of winning as opposed to preparation can be compared to owning a television as opposed to getting something to eat. Holstein is the first to acknowledge that Pawlow chose to avoid future Puma "starvation" rather than sit back and "watch his own set."

Coach Pawlow, himself a former professional baseball player in the San Francisco Giants' organization, employed the talents of ten first-year men through the eight-game schedule. By playing ten men regularly he has nurtured the nucleus of next year's varsity (five lettermen are graduating).

The freshman attack this winter was well balanced with four men concluding the season in double figures and a fifth at 9.7. Three

different players filled the role of high-point man—the highest being Bob Herber's 24 at Indiana State.

Herber, a 6-4 forward from Grabill, Indiana, led the club in total points (129), field goals (46) and field goal percentage (.582). His 16.0 ppg average finished just shy of Chuck Lamm's 16.7. The 6-1 Lamm, ineligible the second half of the season, hails from Michigan City, Ind., and displayed enough finesse at the guard slot to deserve a long look next winter for the opening left by the graduating Tom Crowley. Lamm hit a personal high of 23 at Ball State.

The man who assumed Lamm's spot midway through the season was Rick Davison—no relation to the graduating Terry. Davison at 5-10 comes to Pumasville from Springfield, Minn., and led the club in free throw percentage (.827).

Steve Scharf, son of Athletic Director Richard Scharf, averaged 13.1 on the year while leading the team in assists (28). Steve can play either guard or forward and possesses a strong outside shot.

The other freshman in double figures was rebounder Frank Pohlgeers. Pohlgeers and his teammate Jim Nicolletta are graduates of Newport Catholic High (Ky.) and should help replace the void left by seniors Fred Farley and Larry Yeagley. Pohlgeers, 6-5, averaged 12.3 ppg and pulled down 88 rebounds (11.0 per game). Frank also led the club in free throws converted (44 of 57).

Nicolletta hit .525 from the field and averaged 9.7 ppg. Also possessing a fine outside shot, "Nic" is 6-4 and can play either guard or forward.

Other men who saw considerable action were Jim Lincoln (Winamac, Ind.), deadily from the outside, plus George Haslinger (Fremont, O.) and Dan Ellis (Dayton, O.), both listed at 6-4 and still growing. The two Ohioans are strong rebounders and by developing a little more ballhandling ability can be valuable assets to next winter's product.

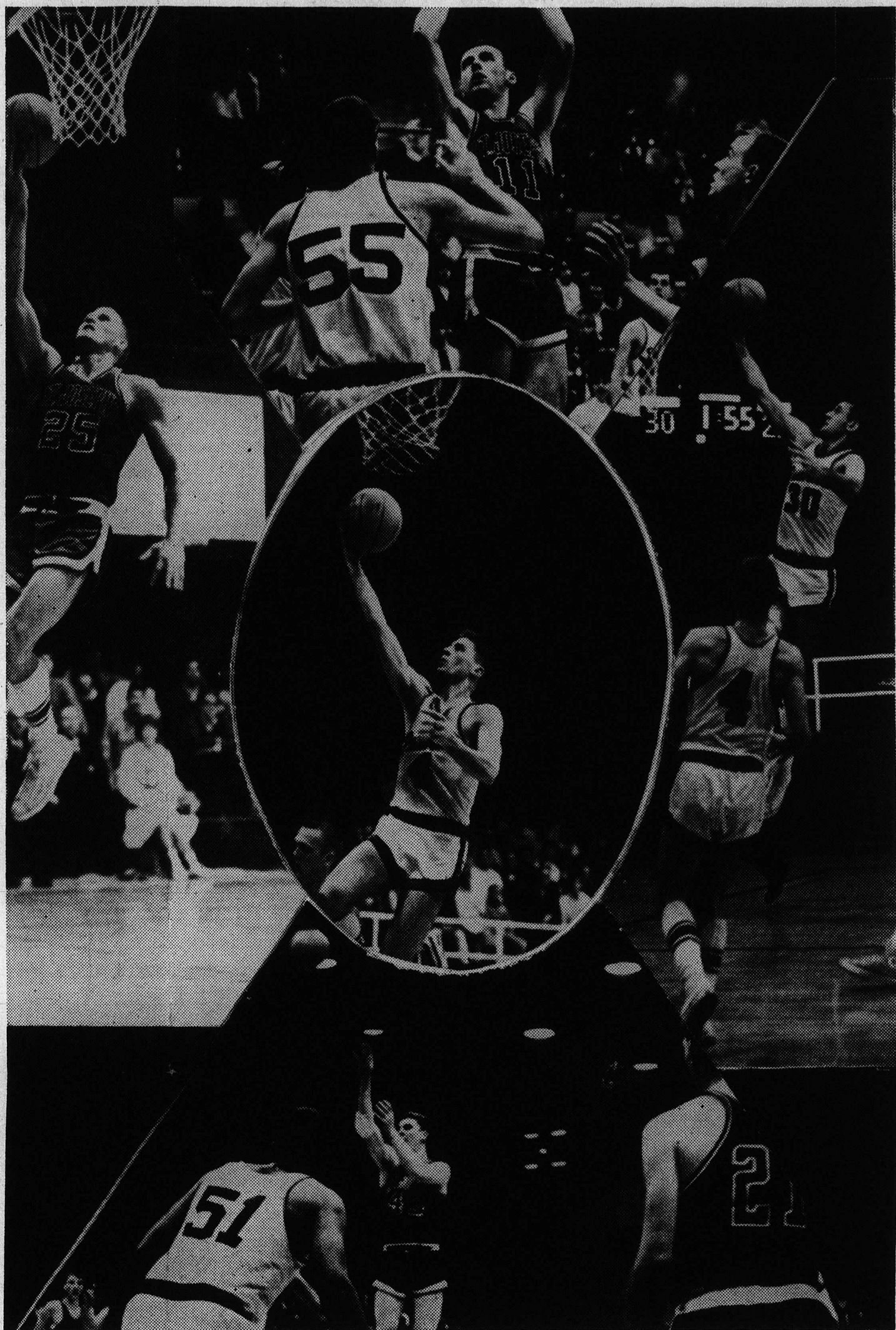
Bill Conwell, 6-0 guard from Pittsburgh, Pa., also performed well and added his name to the list of fine outside shooters. Other frosh who saw limited action were Joe Houck (Tiffin, O.), Mark Talboo (Indianapolis, Ind.), and Jim Hooten (Washington, Ind.).

As a unit, the Puma Kittens averaged 82.8 ppg, shot .445 from the floor, counting 74 percent of their free throws. They also averaged 50.8 rebounds per game. All of these figures were higher than the opponents' cumulative productions except ppg (88.3). The opponents were able to unleash more shots to make up the difference.

FROSH SEASON RECORD (2-6)			
SAINT JOSEPH'S	105	Wabash	93
BALL STATE	91	Saint Joseph's	82
WABASH	96	Saint Joseph's	85
SAINT JOSEPH'S	84	Indiana State	73
Ball State	82	SAINT JOSEPH'S	80
VALPARAISO	96	Saint Joseph's	82
INDIANA STATE	89	Saint Joseph's	73
Valparaiso	84	SAINT JOSEPH'S	69
Home Team in Caps			

SAINT JOSEPH'S CUMULATIVE FRESHMAN STATISTICS (FINAL 8 GAMES)												
Name	G	FGA	FGM	Pct.	FTA	FTM	Pct.	RB	AVG	PF	A	TP
Herber	8	79	46	.582	49	37	.755	70	8.7	20	14	129
Scharf	8	88	40	.455	34	25	.736	36	4.5	25	28	105
Pohlgeers	8	88	27	.307	67	44	.772	88	11.0	28	5	98
Nicolletta	8	68	33	.525	16	12	.750	21	2.6	18	3	78
Davison	8	59	27	.456	20	13	.650	20	5.0	17	11	67
Lincoln	8	46	22	.478	7	4	.571	7	0.9	15	11	48
Ellis	8	27	9	.333	17	12	.707	30	3.7	13	7	30
Haslinger	7	28	14	.500	2	0	.000	29	4.1	10	10	28
Conwell	5	13	5	.385	2	2	1.000	3	0.6	4	0	12
Houck	2	4	2	.500	0	0	.000	0	0.0	0	0	4
Talboo	1	1	0	.000	0	0	.000	0	0.0	0	0	0
Hooten	1	1	0	.000	0	0	.000	0	0.0	0	0	0
Team								81	10.1			
SJC Frosh	8	555	247	.445	227	168	.741	406	50.8	163	99	662
Opponents	8	617	217	.440	224	164	.729	367	45.9	151	68	706

Saluting The Seniors



THE CAMERA STOPS THE ACTION DISPLAYED by five lettermen concluding their careers in a Puma uniform. Clockwise from the top are Carl Bossung (11), Larry Yeagley (30), Terry Davison (43), Fred Farley (25) and in the center Tom Crowley (4) who became the fourth highest scorer in Saint Joseph's history in the season finale. Crowley amassed a career total of 1,074 points. (Staff Photo)

Pumas Uncover Weapon In Marian Win

RENSSELAER, Ind. — Saint Joseph's tugged a scoring gem in Carl Bossung out of the proverbial rough Wednesday night in Alumni Fieldhouse as the senior from nearby Reynolds, Ind., fired home 21 points in assisting the Pumas to a season-ending 93-84 win over Marian's Knights.

Bossung hit 10 of 12 field goals and added a free throw in feeding the Collegeville scoring machine the necessary fuel to scuttle the Knights and close Saint Joseph's 9-15 season on a happy note.

It is the first time since the 1960-61 season that the Big Red has closed a season with a win. Ironically, that win (80-61) also came in a home contest versus

Marian. Wednesday's loss sinks Marian to a 10-14 season record in coach Cleon Reynolds' third campaign.

The lead changed hands 14 times during the see-saw first half as the Pumas' fast-break express couldn't pull away from the white-hot Knights. Neither club led by more than three points during the first 20 minutes, although the visitors held a three-point spread with ten seconds left in the half.

Senior guard Tom Crowley notched a layup with 0:06 left, however, and it was 42-41 for the visitors at the half.

In the second half the slick guard combination of Ken Broussard and Crowley took charge for the next six minutes in scoring

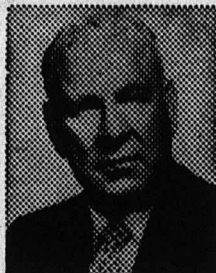
all of the Pumas' points. Broussard grabbed ten points and Crowley added seven.

THE BOX SCORE SAINT JOSEPH'S (93)												
	FG	FT	PF	Pts.		FG	FT	PF	Pts.		FG	FT
Crowley	6	2	18									
Bossung	10	1	5	21								
Broussard	8	2	24									
Farley	4	0	4	8								
Still	3	0	3	6								
Potts	1	2	0	4								
Davison	2	5	5	9								
Gross	0	1	0	1								
Thompson	0	0	1	0								
Laginess	0	0	1	0								
Biros	0	0	1	0								
Flick	0	0	0	0								
Dierkes	0	0	0	0								
Totals	35	23	23	93								

SAINT JOSEPH'S VARSITY CUMULATIVE ICC STATISTICS												
Name	G	FGA	FGM	Pct.	FTA	FTM	Pct.	RB	AVG	PF	A	TP
Broussard	12	192	101	.526	73	57	.732	65	5.4	30	19	259
Crowley	12	181	69	.381	65	53	.816	82	6.8	45	31	191
Farley	12	99	49	.495	36	30	.833	63	5.3	39	20	128
Still	12	77	42	.546	18	14	.779	58	4.8	39	12	98
Davison	12	95	36	.379	36	23	.640	38	3.2	45	10	95
Potts	11	70	32	.457	25	21	.840	55	5.0	12	11	85
Bossung	12	26	16	.615	22	10	.455	32	2.7	32	13	42
Gross	3	9	2	.222	10	9	.900	7	2.3	7	2	13
Yeagley	1	10	4	.400	8	4	.500	18	18.0	0	1	12
Flick	4	6	2	.333	6	2	.333	13	3.3	10	1	6
Biros	6	6	3	.500	3	0	.000	2	0.3	1	0	6
Dierkes	4	4	1	.250	2	2	1.000	0	0.0	5	0	4
Thompson	7	3	1	.333	0	0	.000	1	0.2	1	0	2
Fabbre	1	0	0	.000	0	0	.000	0	0.0	0	0	0
Laginess	2	0	0	.000	0	0	.000	0	0.0	0	0	0
Team								116	9.8			
Saint Joe	12	778	358	.461	309	225	.729	550	45.8	270	130	941
Opponents	12	846	379	.448	365	282	.774	504	42.0	232	103	1040

FINAL ICC STANDINGS												
Evansville	9	3										
Indiana State	(tie)	9	3									
Butler	8	4										
Valparaiso	7	5										
Ball State	4	8										
DePauw	3	9										
Saint Joseph's	2	10										

Number One of a Series



SMOOTH SELLING

by George N. Kahn, Marketing Consultant

THE SALESMAN IS A V. I. P.

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There is a foolish idea in some circles that selling is not dignified. For this attitude we shower blame on the colleges, the professors, and anyone else within range. Rarely does anyone put the blame where it really belongs—on the salesman himself.

Selling will never achieve its rightful status in the business world until salesmen start thinking of themselves as Very Important People. The salesman's image in the public's mind will improve only when he starts giving himself a higher rating. You can't convince prospects of the value of your product or your company unless you can first convince them of your own value.

Rate Yourself High

The salesman who speaks apologetically of his vocation or derides his colleagues is simply cutting his own throat. When the salesman gloats of "pulling a fast deal," he is doing great harm to himself and his profession. In short, if you talk and act like a sidewalk pitchman, that's the way you'll be treated. Management is much quicker to recognize the salesman's importance than he is himself. Businessmen know that creation of demand is a vital factor in their profit and loss statements. These days all top executives and even technical personnel are sales oriented. Engineers must think like salesmen to design products that appeal to consumers. Even the production department must gear its effort to a sales campaign.

Salesmen Are First Class Citizens

The salesman is the key person without whom there would not be any business. But many salesmen behave like second class citizens—and too often that's the kind of reception they get in a prospect's office.

I remember running into an old friend, Jack Creswell, whom I hadn't seen in years. I asked him what he was doing. Jack smiled deprecatingly and said he was "on the road" for a flooring company, adding:

"Of course, this is just until I can find something better."

He made his job sound as if he were washing dishes in a cheap hash house.

"Jack," I said, "there is probably nothing wrong with the job except yourself. Before you move to what you think are greener pastures, why not give this job your best. If you think of yourself as a failure in sell-

ing you'll wind up as one. But if you see this as an opportunity to push ahead to success, your future is assured."

I think the advice took, because Jack stayed in selling with the flooring company and became a top producer with a loyal following of customers. Years later he told me: "You hit pretty hard that day, George, but you opened my eyes to what I was and what I could become."

No Room For Amateurs

In today's competitive market there is no room for amateurs and dabblers in selling. For those who really want to make selling a career, there is a rich reward. But you must be willing to work for it.

Selling has its problems, heartaches and frustrations. It's a lonely job. But these very factors are what separate the men from the boys.



Millions of people are embedded in dull, prosaic jobs that afford them little or no excitement, drama or challenge. The salesman can look forward to steady growth and can enjoy a stimulating, lively life on the way. His future is limited only by the strength of his desire to succeed.

Frontier of Selling

The trouble with many uninspired salesmen is that they don't understand the dynamics involved in selling. They are really clerks at heart whose horizons are limited. They never think of selling as an adventure and as a test of one's true abilities. They could move mountains, but they go around them instead. They play it safe, and, in time, level off as mediocrities.

The earnest, imaginative salesman can write his own ticket to wherever he wants to go. With faith in himself, drive and the right tools, he can make big money and climb high in his firm.

But he must feel and act important to accomplish this goal. He must think of himself as one of the world's key people—a man who rates high in the scheme of things.

Act Like A V. I. P.

Do you stride boldly into a prospect's office or do you sidle in, glancing back at the door as if it were an escape hatch? Do you apologize for taking up a buyer's time? Do you feel like an intruder in his office?

If the answers are yes, you are letting yourself, your family and your company down. To be a V.I.P. you must act like one. That's the only way to command respect and so sell merchandise. Only then will you earn what you are dreaming of earning.

The head of the sales training program of a big paper manufacturer once said to me:

"About the fifth day of the program my instructors can usually spot those who will be top salesmen. There's something about their attitude, they handle themselves in a certain way. They act like they are proud to be here. It's almost like getting a successful salesman ready made."

That man put his finger right on the heart of the matter. Pride. Are you proud to be a salesman? If not, something is wrong. If you're not proud of your work, chances are you are not acting like a Very Important Person.

Here is a Periodic Aptitude Test to enable you to find out what your feelings are toward your selling job. If you can answer "yes" to at least seven of these ten questions you are probably headed for success.

If you score below seven, it's time to take self-inventory:

1. Do I think of my job as temporary? Yes ☐ No ☐.
2. Do I discuss my work with my wife very often? Yes ☐ No ☐.
3. Would I tell a stranger on a plane my occupation? Yes ☐ No ☐.
4. Am I happy in selling? Yes ☐ No ☐.
5. Would I want my son to be a salesman? Yes ☐ No ☐.
6. Do I try to improve my earning power by studying salesmanship, attending meetings, etc? Yes ☐ No ☐.
7. Do I let prospects do most of the talking? Yes ☐ No ☐.
8. Do I tell jokes which put salesmen in an unflattering light? Yes ☐ No ☐.
9. Do I see myself as playing an important part in the economy? Yes ☐ No ☐.
10. Have I really thought about the tremendous future that is available to me through selling? Yes ☐ No ☐.

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7. Closing The Sale
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When ordering, please mention the name of this publication.

Saints Hold On To Win Over Aquinas, 88-84

GRAND RAPIDS, Mich.—Saint Joseph's running Pumas became ball-controlling Pumas here Saturday afternoon while regaining just enough of their true form to fight off Aquinas College by 88-84 and halt a five-game losing streak.

Good things indeed came in small packages as the Saints' crackerjack guard duo of Tom Crowley and Ken Broussard clicked for 27 and 24 points while coach Jim Holstein's crew rifled the nets 33 times in 61 tries for an impressive .542 showing.

Still assisted Crowley and Broussard with 12 points, but Saint Joseph's eighth win against 15 losses was secured by solid rebounding, a department which the Collegeville group dominated, 54-36. Leading the way was Bossung with eight retrieves, followed by Broussard and Dennis Potts with seven each.

It was the 12th loss for the Tommies (they have won 11), who featured five scorers in double figures. After Alexander, there came Tom Stienner (18), Joe O'Toole and Phil Saurman (14 each) and Bob Topper (13). Dornbos, former Gary Andean High School mentor, used no substitutes until Stienner fouled out with 4:09 to play.

Saint Joseph's 54 per cent field goal accuracy outclassed Aquinas' 32-for-78 (.410), but the hosts were slightly better marksmen at the charity stripe (20 of 28 for .750) than the Pumas (22 of 30 for .734). It was the Saints' fifth

win over Aquinas in five games.

THE BOX SCORE

SAINT JOSEPH'S (88)				
	FG	FT	PF	Pts.
Crowley	11	5	3	27
Bossung	3	2	4	8
Broussard	9	6	1	24
Farley	0	0	3	0
Still	4	4	1	12
Potts	2	3	2	7
Davisson	1	0	4	2
Gross	3	2	4	8
Totals	33	22	22	88

AQUINAS (84)

	FG	FT	PF	Pts.
Topper	6	1	3	13
O'Toole	6	2	3	14
Alexander	10	5	4	25
Stienner	5	8	5	18
Saurman	5	4	4	14
Murawski	0	0	2	0
Totals	32	20	21	84



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